

Peter R. Wells

**AppTech** / **Engineered Systems**

DRY BULK MATERIAL HANDLING  
SYSTEMS & EQUIPMENT  
ENGINEERED SYSTEMS INC.  
I/a APPLIED TECHNICAL SALES  
P.O. Box 1330, 5189 Stump Road  
Plumsteadville, PA 18949  
Phone: 215-766-0200 Fax: 215-766-2455

**BEST AVAILABLE COPY**

**Apptech**

**ENGINEERED SYSTEMS, INC.**

*Mr. L  
Domenic  
Frank*

System and Components  
for  
Handling Bulk Solids

Pneumatic Convey  
Mechanical Convey  
Automatic Batching  
Controls  
Storage Silos  
Flow Aids  
Mixing & Blending  
Total Turnkey Systems  
Dust Collectors

April 8, 1996

ONO TRANSPORT SERVICES  
P.O. Box 74  
Ono PA 17077



Attn: Frank Cortanzo  
Vice President and General Manager

Dear Frank:

As a result of our meeting on March 28, I have done some additional investigation into the silo communications system we discussed and have the following answers to your questions:

1. It is possible to have the "black boxes" call your PC automatically.
  - A. One advantage of this idea is that calls could be made at night.
  - B. Also, it would not lock up during the day.
  - C. A disadvantage could be that a two way line to each box would be required, which would be more costly.
2. The availability of printools and spread sheets is almost limitless. All we need do is write it into the software.
3. The ideas of modeming (if that's a good word) into your customers PC and inturn to your PC has several disadvantages:
  - A. It adds another step which could add to cost.
  - B. It could bring up the question of who owns the information which might get a little sticky.
4. We can work-up a simple demo unit to show your customers at some type of seminar.

Let's continue dialogue on this project. Give me a call after you have had a chance to digest the above.

Very truly yours,

Peter R. Wells

Any purchase order issued as a result of this quote is made expressly subject to the terms and conditions attached hereto in lieu of any conflicting terms proposed by the purchaser.

5189 Stump Road, Plumsteadville, PA 18949, Phone (215) 766-0200, Fax (215) 766-2455

**BEST AVAILABLE COPY**